

Comparisons of Job Characteristics

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Personal Financial Advisors (13-2052)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 94

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Personal Financial Advisors (13-2052)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Customer and Personal Service	11.3	15.8	20.5	>>	Current knowledge level is likely more than sufficient
Sales and Marketing	5.2	12.6	18.4	>>	Current knowledge level is likely more than sufficient
Economics and Accounting	4.4	12.4	11.6	0	Current knowledge level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 92

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Personal Financial Advisors (13-2052)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Speaking	10.8	14.0	12.5	<	A higher skill level may be required
Critical Thinking	10.8	13.4	11.2	<	A higher skill level may be required
Judgment and Decision Making	9.4	11.6	10.0	<	A higher skill level may be required
Service Orientation	7.9	11.2	11.5	0	Current skill level may be sufficient
Persuasion	7.4	10.8	11.5	0	Current skill level may be sufficient
Mathematics	6.2	9.6	6.7	<<	Extensive development of skills in this area may be required
Operations Analysis	5.0	8.6	4.7	<<	Extensive development of skills in this area may be required
Management of Financial Resources	3.3	6.4	1.4	<<	Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 96			
Focus Occupation: Insurance Sales Agents (41-3021) Associated Occupation: Personal Financial Advisors (13-2052)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	15.6	14.3	0	Current ability level may be sufficient
Oral Comprehension	12.5	14.7	14.3	0	Current ability level may be sufficient
Number Facility	6.3	13.9	7.4	<<	Extensive improvement in abilities may be required
Written Expression	9.8	13.9	12.9	0	Current ability level may be sufficient
Deductive Reasoning	10.6	13.6	10.5	<<	Extensive improvement in abilities may be required
Written Comprehension	11.0	13.6	14.3	0	Current ability level may be sufficient
Mathematical Reasoning	6.3	10.6	8.0	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 62
Focus Occupation: Insurance Sales Agents (41-3021) Associated Occupation: Personal Financial Advisors (13-2052)		
Work Activities		Exclusivity of Activity
Compute financial data		53
Interview customers		71
Obtain information from individuals		24
Provide customer service		14

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 92
Focus Occupation: Insurance Sales Agents (41-3021) Associated Occupation: Personal Financial Advisors (13-2052)		
Tools and Technologies		Exclusivity

Computers	1
Content authoring and editing software	1
Content management software	6
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.